

Message Text

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TO AMEMBASSY THE HAGUE NIACT IMMEDIATE

AMEMBASSY LONDON NIACT IMMEDIATE

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E.O. 11652:N/A

TAGS: EAIR, NL, UK

SUBJECT: CIVAIR: PAN AM/KLM CARRIER TALKS - FIRST DAY

REF: THE HAGUE 362

LONDON FOR RAYMOND J. WALDMANN:

1. ACCORDING TO PAN AM NEGOTIATORS, JANUARY 23 MORNING SESSION UNPRODUCTIVE AND KLM COUNTERPARTS INTRANSIGENT. AMBIENCE WAS APPARENTLY NOT IMPROVED WHEN KLM SPOKESMEN ASSERTED DURING SESSION THAT THEY WERE IN NEW YORK ONLY BECAUSE PAN AM HAD ASKED THEM TO BE. AT ANOTHER POINT KLM SPOKESMEN ANNOUNCED THAT US WOULD MAKE IMPROVED OFFER DURING RECONVENED GOVERNMENT CONSULTATIONS IN THE HAGUE - AN ANNOUNCEMENT THAT OBVIOUSLY SURPRISED PAN AM NEGOTIATORS. AT CLOSE OF SESSION PAN AM PROPOSED TERMINATING TALKS GIVEN COMPLETE LACK OF PROGRESS OR EVEN PROMISE OF PROGRESS. KLM INDICATED FURTHER TALKS WOULD BE USEFUL, AND IN HOPES THAT KLM WOULD BE MORE FORTHCOMING, PAN AM AGREED TO RECONVENE IN THE AFTERNOON.

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2. AFTERNOON SESSION DEVOTED LARGELY TO REVIEW OF PAN AM AND KLM SUMMER 1975 TRAFFIC FORECASTS AND CARRIERS' OPERATING PLANS. (PAN AM CHARACTERIZED PROPOSED KLM SUMMER CAPACITY AS EXCESSIVE EVEN TO KLM'S OWN UNREALISTICALLY OPTIMISTIC TRAFFIC FORECASTS.) CARRIERS ALSO DISCUSSED

FREEDOM COMPOSITION KLM TRAFFIC, BUT KLM WOULD NOT ACKNOWLEDGE ITS TRAFFIC IMBALANCED. BOTH CARRIERS AGREED RECONVENE MORNING JANUARY 24 FOR WHAT WILL PROBABLY BE LAST SESSION.

3. PAN AM STAFF V.P. FOR INTERNATIONAL AND REGULATORY AFFAIRS SETH H. PREECE ARRIVING AMSTERDAM 1325 JANUARY 26 FROM LONDON VIA BE 506. HE PREPARED BRIEF AMBASSADOR GOULD, EMBOFFS AND USDEL ON CARRIER TALKS ON ARRIVAL THE HAGUE. PLEASE RESERVE SINGLE FOR HIM AT SAME HOTEL USDEL WILL BE STAYING (WE ASSUME THIS WILL BE DES INDES) BEGINNING JANUARY 26 AND CONFIRM WITH PAN AM REP DILLARD. INGERSOLL

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